Microsoft® Business Solutions–Navision® 4.0

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Introduction

When you invest in a major business solution, you need to know that the company behind it will be there to take care of you. Microsoft® Business Solutions has a long history of leadership in creating business management solutions that streamline your important business processes and help you achieve success by making smarter, faster decisions. All of our products are backed by the finest support and services in the industry, so you can have peace of mind.

RELEASE 4.0 ENHANCEMENTS INCLUDE:

The key enhancements in Microsoft Navision 4.0 are focused on the following:

- Improving user experience
- Simplicity and productivity
- Financial Management
- Business Analytics
- Manufacturing Foundation

Please see the following for details of new functionality but note that this brochure covers areas within Microsoft Navision where there have been **major** enhancements. It does not provide a complete overview of the entire offering of the solution.

Financial Management

Microsoft® Business Solutions for Financial Management–Navision® frees you to focus on your business

Easily tailor Microsoft Navision for your specific financial needs

Business Analytics for Microsoft® Business Solutions-Navision®
Microsoft Business Solutions for Business Analytics–Navision is a front-end solution for core small businesses and lower mid-market companies that enables easy analysis of detailed information generated from Microsoft Business Solutions–Navision. Business Analytics delivers Microsoft Navision information in predefined or customized OLAP cubes directly to user's desktops, where they can work within a familiar Microsoft Office Excel interface—or in the front-end solution of their choice—with easy-to-use tools that enable straightforward analysis and provide a quick overview of business conditions. Because OLAP cubes can easily be defined and customized to meet specific needs and then saved and reused, the time-consuming process of manually extracting data and redefining relationships is eliminated. Everyone in your organization has easy access to accurate information that's tailored to your business, and can focus on spotting trends, problems, and opportunities and generating reports that fuel smart strategic and operational decisions. For businesses with more complex analysis and reporting needs, Microsoft Navision Business Analytics also offers a more advanced solution that enables users to gain Web-browser access to data, perform advanced analyses, and define graphical views and reports in a Microsoft Office Outlook environment.

Intercompany Postings
Intercompany Postings is new functionality within Microsoft Navision that helps customers create and distribute intercompany transactions between multiple Microsoft Navision solutions and across multiple companies.

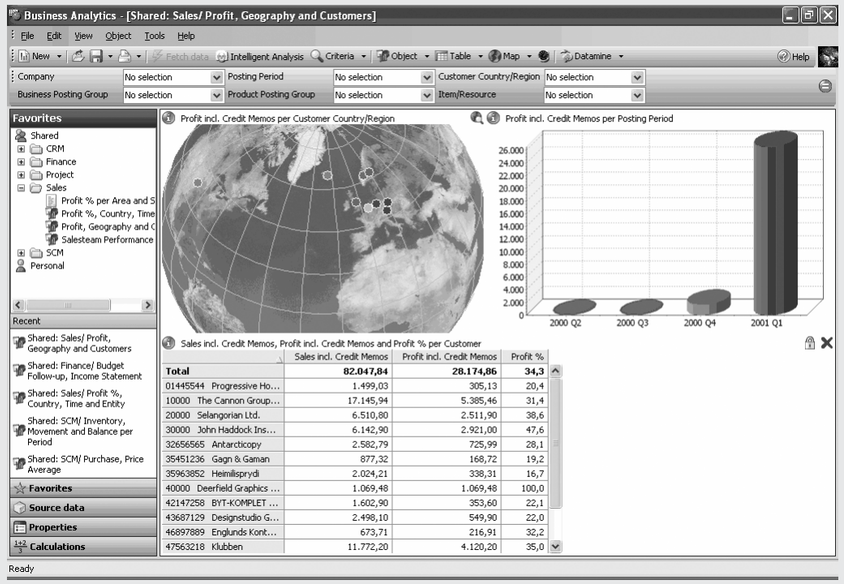
Intercompany Postings allows customers to create all the necessary documents—sales and purchase documents, general ledger entries and more—for the entire workflow, for more than one company at a time. Intercompany Postings allows for multiple databases, multiple currencies, different chart of accounts and multiple languages.

With Intercompany Postings customers can make the correct due to/due from entries in more than one company, using relevant intermediary accounts. Transactions referring to another set of books within the same group of legal entities can be entered directly in the GL or when entering sales and purchase documents.

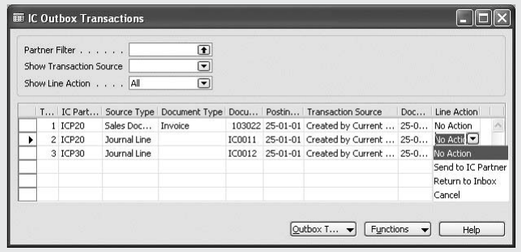
Intercompany Postings is for mid-market companies with between 20-100 employees and 6-40 users. These are businesses with complex business processes and a strong need for a vertical focus. Businesses in wholesale, manufacturing and those that provide other business services, from super-user to one-person IT staff.

Partial Payment
Customers get more flexibility in Microsoft Navision 4.0, with the ability to decide how a payment is applied, including:

- Selecting the specific amount to apply to individual documents
- Viewing information about both the applying entry and the application
- Viewing what will be posted to the GL prior to posting.



With the Business Analytics advanced offering, you get an advanced windows viewer for easy analysis, a report writer, a web interface and capabilities for data mining.


IC Outbox Transactions
Partner Filter
Show Transaction Source
Show Line Action
All
T... IC Part... Source Type Document Type Docu... Postin... Transaction Source Doc... Line Action
1 ICP20 Sales Doc... Invoice 103022 25-01-01 Created by Current ... 25-0... No Action
2 ICP20 Journal Line IC0011 25-01-01 Created by Current ... 25-0... No Actio
3 ICP30 Journal Line IC0012 25-01-01 Created by Current ... 25-0... No Action
Send to IC Partner
Return to Inbox
Cancel
Outbox T...
Functions
Help

You can get an overview of all you inter-company transactions in the IC Outbox window, before you send the transactions to your partners.

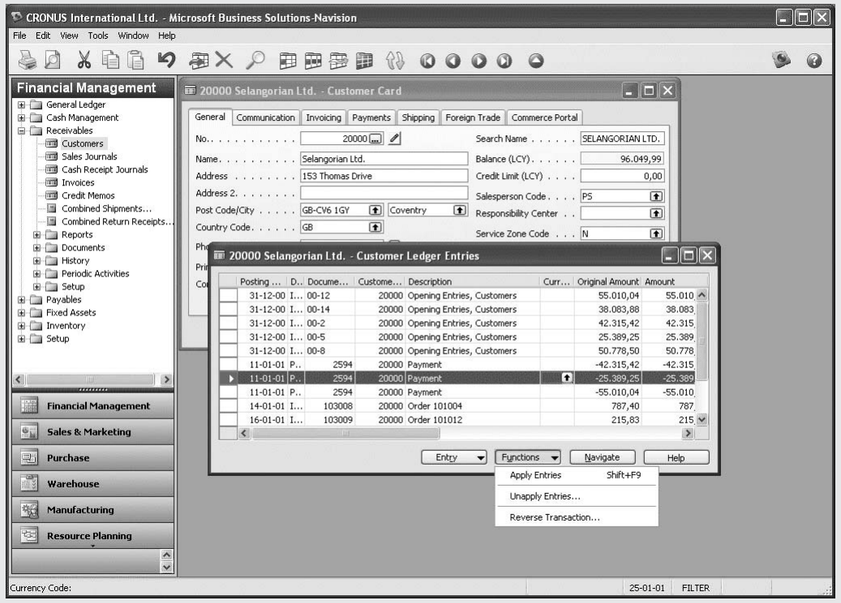
Financial Management

Unapply and Reversal of Journal Postings
With Microsoft Navision 4.0, it's possible to reverse all postings and changes related to an application, both regarding customer ledger entries and vendor ledger entries.

Microsoft Navision 4.0 users can also reverse entries created from lines manually entered in the GL. This also includes related entries, for example VAT entries. Reversal of journal postings enables Microsoft Navision to include a clear audit trail of the process.

Consolidation Modifications—SFAS52/1AS21 (legal requirements)
Global customers get more flexibility with new Consolidation functionality in Microsoft Navision 4.0. An added field to the chart of Accounts, Consol. Translation Method, lets customers choose which method to use when translating the G/L account from a foreign entity. Customers can now translate a foreign entity's financial statement using the transaction data currency exchange rate. Users complete the action by setting the Consol. Translation Method to Historical Rate. Consolidation files are now in XML format. The TXT format is still supported, letting customers create and import TXT formatted files.

Improve Decision Support
Gain new insights with new pre-defined Key Performance Indicators (KPIs) for not only Financial Management, but Supply Chain Management and Customer Relationship Management as well. These KPIs can be viewed in a generic graph component in Microsoft Navision 4.0 that can be customized by partners. The graph component enables users to create a simple bar chart diagram consisting of a limited number of squares and the ability to drill down into the details.



You can choose to unapply or reverse a posting by simply selecting the ledger entry and clicking Unapply entries or Reverse transaction.

Supply Chain Management

Microsoft® Business Solutions for Supply Chain Management–Navision®

Microsoft® Business Solutions–Navision® Manufacturing helps you respond quickly to rapidly changing customer demands

Manufacturing Foundation for Microsoft® Business Solutions–Navision®

Manufacturing Foundation 4.0 is the entry point for our manufacturing solution. It is a complete solution for manufacturers with simple production requirements and at the same time the basis for including more advanced functionality that can be bought in separate granules.

- **Manual Planning**
  This feature is a simple supply planning tool that functions as a manual MRP system, where the user makes planning decisions order-by-order based on visibility and manual planning functions. The Order Planning feature uses parts of the existing planning engine to find and analyze new demand but it does not consider planning parameters defined for the items and is therefore much more transparent than the automatic system.

  The **Order Planning** window displays all new demand along with advanced availability information and suggestions for supply. It provides the visibility and tools needed to manually plan for demand from both sales lines and component lines and then create different types of supply orders directly. It requires that a Planner deals with demand level-by-level. That is, any dependent demand for lower-level production items is only visible to the system after the higher level is planned. The Order Planning feature includes functions to supply from alternative sources, to easily create different supply orders and to quickly recalculate new demand.

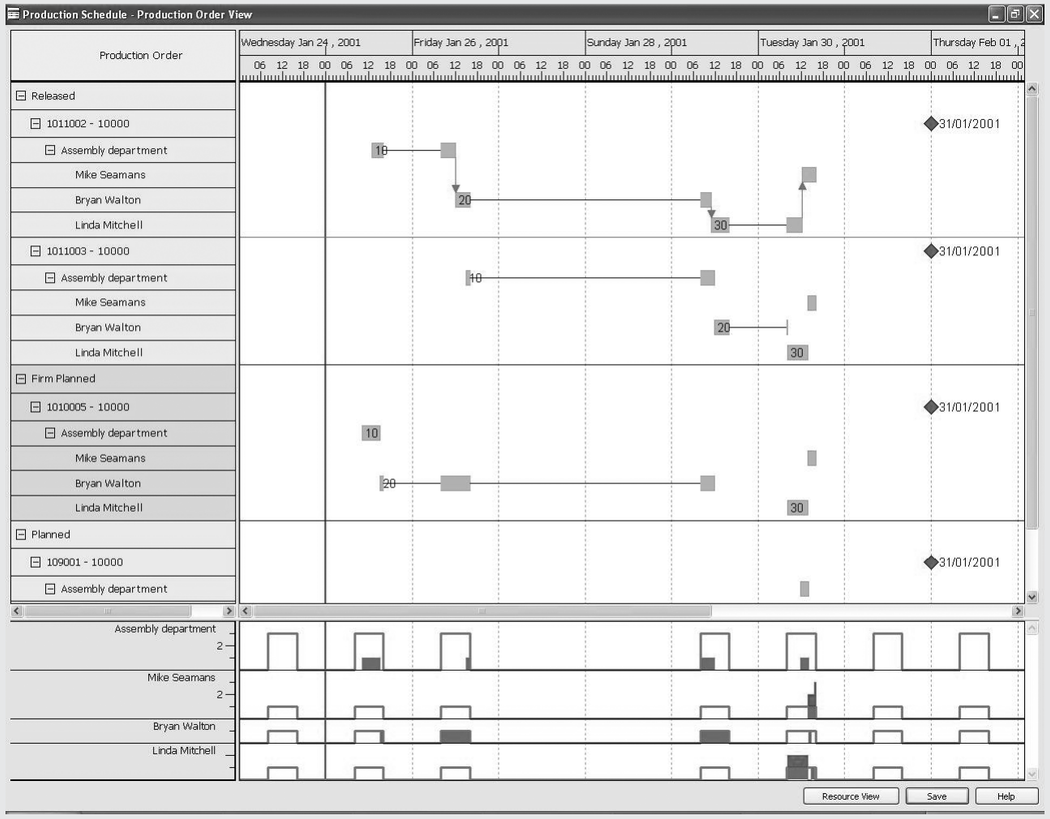
- **Graphical Production Schedule**
  This feature provides a graphical representation of production orders and capacity loading in an integrated Gantt component.

  The **Production Schedule** window is a Gantt chart, which is fully integrated with Microsoft Navision and allows a user to reschedule operations by drag and drop in a graphical interface and thus update the related production order data. The feature does not provide new scheduling functionality—it merely enables in a graphical interface the tasks otherwise done in tabular form in routings, task lists, load windows, etc. As such, it is a consolidation of existing data and functions for capacity planning and scheduling in one graphical interface, which provides much improved overview and simplicity of use for different user roles.

- **Easy Production Reporting**
  This feature makes it possible to record consumption and output from the context of a production order line.

  The **Production Journal** window combines the functions of the consumption journal and the output journal into one journal, which is accessed directly from a released production order line. When the journal is opened, it is preset with the expected or remaining (by partial posting) quantities or times to be recorded—both output and consumption. With the use of routing link codes, the consumption lines (components) will be indented under the linked output lines (operations) thus providing a nice process overview. Quantities and times already recorded for the production order line are displayed at the bottom of the journal as actual entries.

Manufacturing Foundation 4.0 does not include a number of the more complex manufacturing granules, such as Finite Loading.

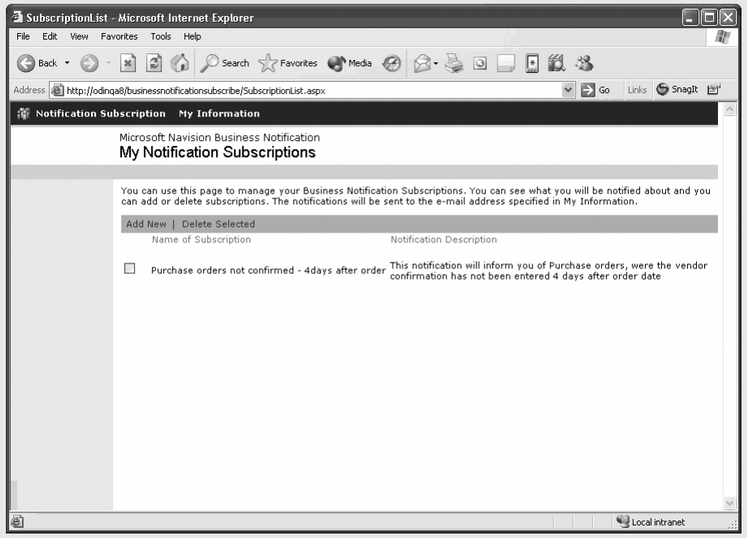


The graphical production schedule brings together the data and functions for capacity planning and scheduling into one graphical interface for a quicker overview.

Supply Chain Management

Microsoft® Business Solutions–Navision® Business Notification helps you save time, gain better control over, and integrate your business processes and, gives you the power to prevent, rather than just react to, potential show-stoppers in your company processes

Microsoft Navision Business Notification
Microsoft Navision Business Notification is easy-to-use functionality within Microsoft Navision that generates e-mail messages to customers' employees, suppliers, partners, and customers to inform and alert them of critical business conditions. Microsoft Navision Business Notification helps customers improve management control of their business and the effectiveness of their business processes. With Microsoft Navision Business Notification, customers can always be aware of changing business conditions, and they can make sure that their operations track to plan. Customers can use any of the templates included with Microsoft Navision Business Notification, and also set up their own alerts based on the way they like to run the business.


SubscriptionList - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites Media
Address http://odinqa8/businessnotificationsubscribe/SubscriptionList.aspx
Go Links SnagIt
Notification Subscription My Information
Microsoft Navision Business Notification
My Notification Subscriptions
You can use this page to manage your Business Notification Subscriptions. You can see what you will be notified about and you can add or delete subscriptions. The notifications will be sent to the e-mail address specified in My Information.
Add New | Delete Selected
Name of Subscription
Notification Description
Purchase orders not confirmed - 4days after order
This notification will inform you of Purchase orders, were the vendor confirmation has not been entered 4 days after order date
Local intranet

With Business Notification, you can subscribe to receive alerts of events that influence your work.

Supply Chain Management

Transparency and Analysis Enhancements

Respond quickly and effectively to customer enquiries in a personalized way
Transparency and Analysis enhancements help customers take sales orders more efficiently and design their own simple reports in Microsoft Navision for better analysis of their business.

Enhancements in the user interface help sales assistants to work directly in the system when taking an order. Information about item availability, substitutes, prices and discounts are contained in a single view, which makes it easy to provide quick answers to customer questions. Sales people can do away with the “paper and pencil steps”; instead of continually hopping between interfaces and from notepad to screen, they can now access key sales and customer information immediately.

They can provide more personalized assistance to customers, with quick access to clear overviews in the customer’s “Sales History” window. For example, if a customer’s current order of an item is much less than their previous orders, the sales assistant can make sure this change is intentional. Efficiency can be improved with the “copy to document” functionality, to copy information directly from the sales history window. They can also speed up searches with a new sorting by column option.

Make Informed Decisions on a day-to-day basis
Three new features for reporting, Analysis Reports, Sales and Purchase Budgets and Analysis views by Dimensions are ideal for smaller companies with simple reporting needs. These are companies with few concurrent users that work with data of limited complexity. Now, they can create their own reports right within Microsoft Navision, working in the familiar user interface they are used to.

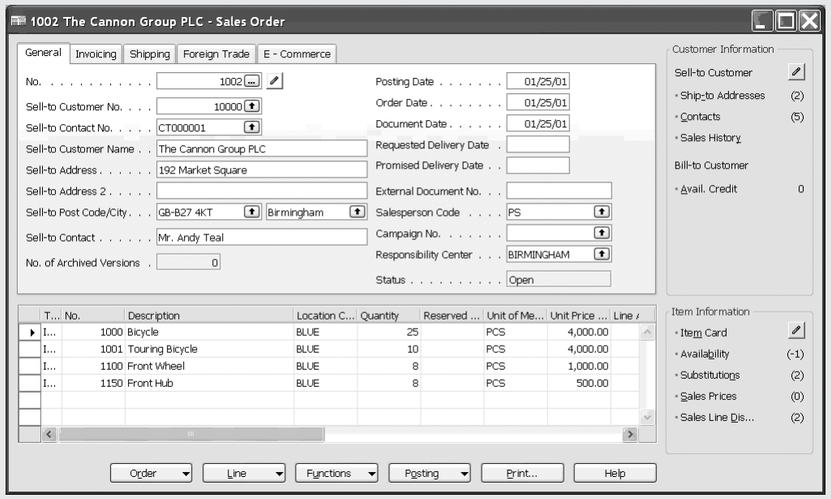
Be flexible with your analysis views: Microsoft Navision helps decision-makers in small companies create their own customized reports with Analysis Reports. Users can create reports based on records of their posted transactions, for example, sales, purchases, transfers and inventory adjustments. In a customizable report, information can be combined, compared and presented in meaningful user-defined ways. In this sense, the analysis report is very similar to a PivotTable report in Microsoft Excel.

For example, customers can create a personalized report that focuses on their key accounts in terms of total turnover both in amounts and quantities sold, gross profit and gross profit percentage during the current month. The report can compare those figures with the results from previous months or the same month last year, and calculate deviations. All this can be done in one and the same view, with the possibility to navigate to the cause of identified problem areas by drilling down to the level of individual transactions.

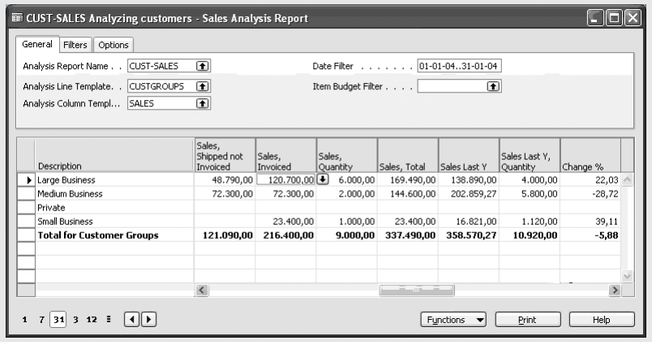
Trace quickly to the cause of the problem: When customers spot a problem, for example, declining turnover, they can quickly find out why. Once they do this, they will then be able to drill down to the cause of the problem in order to make the necessary decisions.

Analyze data in real-time: Customers get their needed views without leaving the familiar Microsoft Navision user interface. As many decisions are made on a daily basis, the information used for those decisions has to be real time. Their important data doesn’t get lost as it’s all in one system.

Support sales and purchasing budgeting and budget follow-up in monetary values and quantities: Sales and purchasing budgeting is often a manual process for smaller companies. The sales manager can use Sales and Purchase Budgets to get the necessary historical foundation in order to make a sales budget. This can be done both in terms of monetary values, and, even more importantly, in quantities as well.



Enhancements in the user interface make it easier to provide quick answers to customers.



Information can be combined, compared and presented in meaningful, user-defined ways.

Foundation

Microsoft® Business Solutions for Foundation–Navision®

Improve the Navigation Layer:
We have listened to our customers' wishes for easier navigation within Navision and have responded by introducing a Navigation Pane similar to the one in Microsoft Office Outlook 2003. The new Navigation Pane helps users work more efficiently in Navision by combining easy-to-access menu information with personalization options. Further, users with administrator permissions for the Navigation Pane have various menu configuration options.

Here are some of the main benefits:

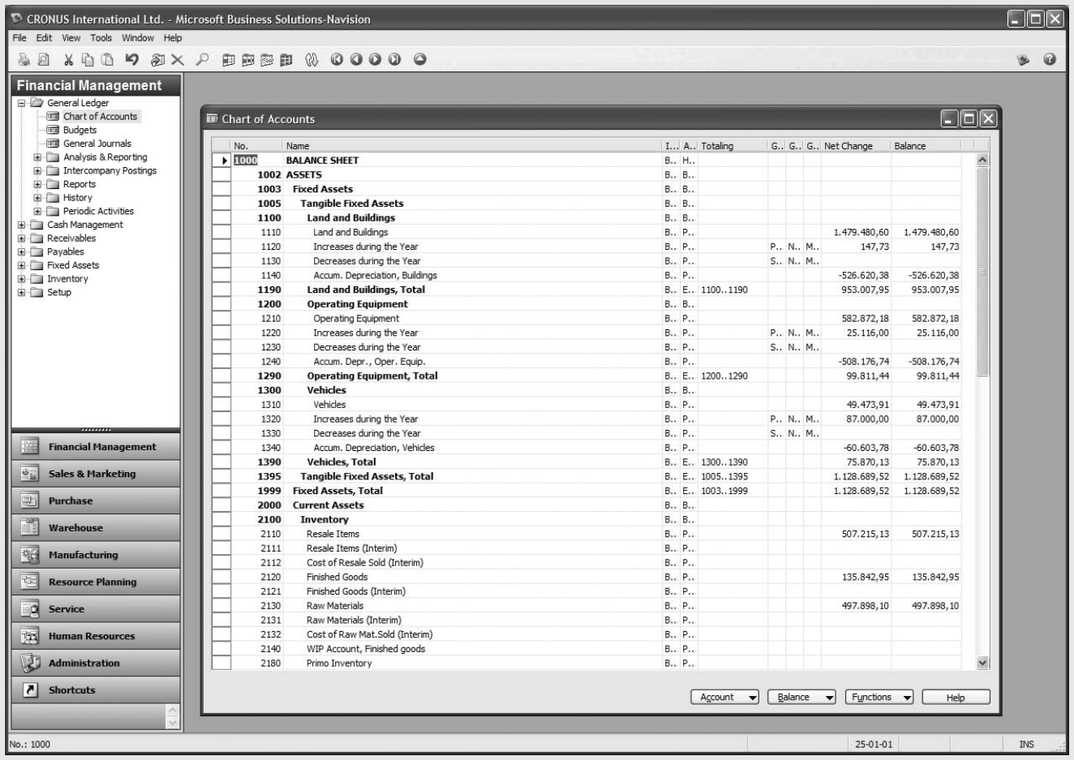
- The content of the main menu has been restructured to reflect our end users' tasks and make it easier for them to find the functionality they need.
- End users can personalize menu content to suit the way they work. For example, they can hide menu items that they do not use very often.
- End users can make shortcuts to the menu items that they use the most, and also to all the files, programs and web sites that they use in their daily work.

In the Navigation Pane Designer:
- Administrators can create and modify menus to best suit their companies' departmental needs.
- Administrators can assign users to menus so that end users only see menus that are relevant to their roles.

XMLport object
A new XML Port feature for Microsoft Navision 4.0 makes it easier for partners to customize Microsoft Navision, and therefore, provide more efficient service to customers. The XML port improves the overall performance of Microsoft Navision when handling document exchange, and reduces the need for partners to have expert knowledge of XML parsers. Partners can develop, implement and manage XML documents in an efficient and cost effective way, and customers can more easily manage data exchange of business documents.

New ODBC Driver
Microsoft Navision 4.0 includes a completely new ODBC driver.

Improved Upgrade Toolkit
An improved upgrade toolkit makes it possible for partners to reduce the costs for customers of upgrading to the newest version of Microsoft Navision.


CRONUS International Ltd. - Microsoft Business Solutions-Navision
File Edit View Tools Window Help
Financial Management
General Ledger
Chart of Accounts
Budgets
General Journals
Analysis & Reporting
Intercompany Postings
Reports
History
Periodic Activities
Cash Management
Receivables
Payables
Fixed Assets
Inventory
Setup
Financial Management
Sales & Marketing
Purchase
Warehouse
Manufacturing
Resource Planning
Service
Human Resources
Administration
Shortcuts
Chart of Accounts
No. Name I... A.. Totaling G.. G.. G.. Net Change Balance
1000 BALANCE SHEET B.. H..
1002 ASSETS B.. B..
1003 Fixed Assets B.. B..
1005 Tangible Fixed Assets B.. B..
1100 Land and Buildings B.. B..
1110 Land and Buildings B.. P.. 1.479.480,60 1.479.480,60
1120 Increases during the Year B.. P.. P.. N.. M.. 147,73 147,73
1130 Decreases during the Year B.. P.. S.. N.. M..
1140 Accum. Depreciation, Buildings B.. P.. -526.620,38 -526.620,38
1190 Land and Buildings, Total B.. E.. 1100..1190 953.007,95 953.007,95
1200 Operating Equipment B.. B..
1210 Operating Equipment B.. P.. 582.872,18 582.872,18
1220 Increases during the Year B.. P.. P.. N.. M.. 25.116,00 25.116,00
1230 Decreases during the Year B.. P.. S.. N.. M..
1240 Accum. Depr., Oper. Equip. B.. P.. -508.176,74 -508.176,74
1290 Operating Equipment, Total B.. E.. 1200..1290 99.811,44 99.811,44
1300 Vehicles B.. B..
1310 Vehicles B.. P.. 49.473,91 49.473,91
1320 Increases during the Year B.. P.. P.. N.. M.. 87.000,00 87.000,00
1330 Decreases during the Year B.. P.. S.. N.. M..
1340 Accum. Depreciation, Vehicles B.. P.. -60.603,78 -60.603,78
1390 Vehicles, Total B.. E.. 1300..1390 75.870,13 75.870,13
1395 Tangible Fixed Assets, Total B.. E.. 1005..1395 1.128.689,52 1.128.689,52
1999 Fixed Assets, Total B.. E.. 1003..1999 1.128.689,52 1.128.689,52
2000 Current Assets B.. B..
2100 Inventory B.. B..
2110 Resale Items B.. P.. 507.215,13 507.215,13
2111 Resale Items (Interim) B.. P..
2112 Cost of Resale Sold (Interim) B.. P..
2120 Finished Goods B.. P.. 135.842,95 135.842,95
2121 Finished Goods (Interim) B.. P..
2130 Raw Materials B.. P.. 497.898,10 497.898,10
2131 Raw Materials (Interim) B.. P..
2132 Cost of Raw Mat.Sold (Interim) B.. P..
2140 WIP Account, Finished goods B.. P..
2180 Primo Inventory B.. P..
Account Balance Functions Help
No.: 1000
25-01-01
INS

The new navigation pane helps users work more efficiently by combining easy-to-access menu information with personalization options.

The screen shot shows an example of how the main menu may look.

The Microsoft Navision Timeline

1986/1987:
The first character based version of Navision (Navigator) is released—The product is PC network oriented.

1990/1991:
Navision 3.0 released. The first export markets were established in Norway, Germany and Spain.

1994:
Navision 1.10 for Windows 95 released, the first Windows-based version. This product earns several Microsoft logos and awards.

1996/1997:
Navision 1.20 released, which includes Human Resources and Contact Management functionality. A strong focus is on the localization of Navision for the many countries where it was represented, as well as rapidly providing new versions with increased functionality.

1997:
Navision 1.30 released. The company structures their project according to the Microsoft Solutions Framework.

1998:
Product scope focused on enterprise business solutions. Navision includes functionality to handle euro conversion.

1999:
Navision 2.0 released. Navision Software a/s and Damgaard are listed on the Copenhagen Stock Exchange. Microsoft SQL server option for Navision released.

2000:
Navision 2.01 released; includes Multilanguage technology but is still not a Multilanguage application.

2000 (fall):
Navision Software and Damgaard merge to form Navision a/s.

2001 (spring):
Navision 2.60 released with User Portal.

2001 (spring):
Navision 2.65 released with Commerce Gateway and Commerce Portal.

2001 (fall):
Navision Attain 3.01 released, with integrated manufacturing and distribution, a multi-language application, CRM functionality and support for multiple locations.

2002:
Navision Attain 3.01 released with support for XBRL reporting capabilities.

2002 (spring/summer):
Microsoft acquires Navision a/s.

2002 (summer/fall):
Microsoft Business Solutions–Navision 3.60 released, the first release under the newly formed Microsoft Business Solutions.

2003:
Microsoft Business Solutions–Navision 3.70 released with new Warehousing functionality.

2004:
Microsoft Business Solutions–Navision 4.0 released with new user interface, business intelligence enhancements and simplified manufacturing functionality.

About Microsoft Business Solutions
Microsoft Business Solutions, a division of Microsoft, offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket and corporate businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success. More information about Microsoft Business Solutions can be found at www.microsoft.com/BusinessSolutions.

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Enhancements Release

MICROSOFT BUSINESS SOLUTIONS–NAVISION 4.0

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